

a home page of free access exclusively for the information concerning the used houses as a meeting place of the sellers and the buyers at a web site of the internet; each of the potential sellers of the used houses put up on the home page the information about the house such as the appearance by picture, desired selling price, dimensions, date of delivery, location and the like, while the each of the potential buyers of the used house put up on the home page the information and conditions about desired buying price, location, dimensions and the like; each buyer contacts directly with each potential seller for negotiation; when the seller and the buyer have reached an agreement on the selling conditions and buying conditions, either the seller or the buyer or the both entrust the procedures relating to the trading contract, maintenance and security maintenance to the agent, provided that when both the seller and the buyer do not need to entrust such procedures to the agent, the both are not obligated to pay any agent fee to the agent; the agent is entitled to charge its agent fee to the seller and the buyer only when said procedures are entrusted to the agent.

## ABSTRACT OF THE DISCLOSURE

A business system for providing a means for the direct negotiation for the trade of the used houses between the potential sellers and the potential buyers, wherein the agent (hereinafter referred to as the agent), designated based on the agreement between the seller and t

he buyer undertakes the various procedures such as the documentary procedure, legal procedure, contractual procedure such as the preparation of the contractual documents, the procedure for insurance, introduction of housing loan, security, maintenance and the like, and the agent charges its agent fee only for the services requested by the seller and the buyer, thereby reducing the financial burden of the seller and the buyer to a greatest possible extent. In this system, the potential sellers and the potential buyers contact freely with one another, and, in principle, the agent will not intervene in the transaction before the agreement on trade is reached between the parties concerned. As a meeting place of the potential sellers and the potential buyers, a home page dedicated to the information about the used houses, which is accessible freely by anyone, is provided by the agent at a web site on the internet. The potential seller of the used house puts up the information about the used house such as the picture showing the object to be sold, desired selling price, area of the space available, date of delivery, location and the like. On the other hand, the potential buyer of the used house puts up on the home page the information and the conditions such as the desired purchase price, location, space required and the like so that the potential buyer can directly contact the potential seller whose conditions are acceptable for the buyer. When the buyer and the seller have reached an agreement on the trade after the negotiation between them, when requested by either the seller or the buyer or the both, the agent undertakes the necessary procedures such as those for the maintenance, administration and so forth. In case both the parties do not request the services of the agent, the parties need not pay any agent fee.

Thus, this business system is characterized by that the agent charges to the buyer and the seller only for the services requested by the seller and the buyer.